

What has CMA done for you lately...

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The New **CMA**

MEDICAL BOARD OF CALIFORNIA

PROTECTING PHYSICIANS

CMA obtained modifications of MBC public disclosure policy to appropriately protect physicians' right to privacy and opposed a licensing fee increase.

- Obtained a preliminary injunction prohibiting MBC from disclosing pre-accusation investigatory information.
- Succeeded in getting MBC to modify its public disclosure policy to address CMA's major concerns.
- Urged the California Supreme Court to review two cases in which the appellate courts had ruled that MBC may access confidential peer review records. The Supreme Court agreed suggesting that the Court is sympathetic to CMA's view that the law bars MBC from reviewing confidential medical staff records.
- When California Physicians were at their breaking point regarding licensing fee increases, CMA single handedly persuaded MBC to retract its proposed \$100 fee increase.

PROFESSIONAL LIABILITY

PROTECTING MICRA

The fact that California's malpractice rates are among the lowest in the nation is no accident. Since 1975, when CMA's hard-fought MICRA tort reform was enacted, there has not been a single change. Much credit goes to CMA's attorneys, who monitored all cases involving MICRA and physician's rights in professional liability cases.

- Successfully eliminated, as precedent, a case which would have allowed plaintiffs attorneys to make claims for lost "chance of survival," even when it is more likely than not that physician's alleged negligence had caused harm.

REIMBURSEMENT ASSISTANCE

HELPING PHYSICIANS WITH SPECIFIC PROBLEMS

CMA continued to help many individual members correct payment problems with various carriers and health plans throughout the state. As a result of CMA action, Blue Shield rescinded its request for refunds of payments for claims from about 4,600 physicians. CMA also helped physicians receive refunds from a company that unfairly charged fees to physicians' credit cards.



California Medical Association

Physicians dedicated to the health of Californians

415/541-0900



SOUTHERN MEDICAL ASSOCIATION

SUMMER 1996 EDUCATIONAL CALENDAR

CME CONFERENCES

20th Annual Lung Symposium

The Cloister, Sea Island, GA
June 9-13, 1996

Sports Medicine & Soccer Symposium

The Parliament House, Birmingham, AL
July 26-28, 1996

**Global Management of Work-Related
Musculoskeletal Injuries**

Ritz-Carlton-Naples, Naples, FL
June 14-16, 1996

Advanced Orthopaedic Imaging

The Cloister, Sea Island, GA
July 29-August 1, 1996

**Cancer Strategies for the
Practicing Physician**

The Cloister, Sea Island, GA
July 22-24, 1996

Pain Management in the Office Setting

The Cloister, Sea Island, GA
August 2-4, 1996

7th Annual Focus on the Female Patient

Kiawah Island Resort, Kiawah Island, SC
July 22-25, 1996

Advances in Geriatric Medicine

Lago Mar Resort & Club, Ft. Lauderdale, FL
August 9-11, 1996

5th Annual General Surgery Update

The Cloister, Sea Island, GA
July 26-28, 1996

**Gastroenterology Update for
Primary Care**

Marriott's Bay Point Resort, Panama City, FL
August 16-18, 1996

**4th Annual Primary Care Update:
What's New in Dermatology**

Kiawah Island Resort, Kiawah Island, SC
July 26-28, 1996

**Common Clinical & Practice Skills:
Use & Interpretation**

Ritz-Carlton-Palm Beach, Manalapan, FL
August 23-25, 1996

Southern Medical Association is accredited by the Accreditation Council for
Continuing Medical Education to sponsor continuing medical education for physicians.

**FOR MORE INFORMATION, CALL
SMA'S DEPARTMENT OF EDUCATION AT 1-800-423-4992
OR FAX YOUR REQUEST TO 1-205-945-1548.**

What has CMA done for you lately...

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The New CMA

HEALTH PLAN REPORT CARDS

PROFITEERING BY FOR-PROFIT HMOS

CMA has sought to bring about full disclosure of the amount of premium dollars actually spent on medical services.

- Proposed legislation to require the public reporting of these "medical-loss ratios."
- Developed our own medical-loss ratio survey after sponsored legislation was vetoed by the Governor.

CALIFORNIA ADVANTAGE, INC.

A MANAGED CARE ORGANIZATION OF PHYSICIANS, BY PHYSICIANS, FOR PATIENTS

A great success story in 1995, CMA developed California Advantage, Inc. that now has more than 6,500 shareholders and is on track to enter the marketplace on July 1, 1996, with a statewide PPO and EPO offered through the Health Insurance Plan of California.

INSTITUTE FOR MEDICAL QUALITY

QUALITY HEALTH CARE

As part of CMA's reorganization and its commitment to taking the lead role in shaping the future of health care in California, we are creating a new subsidiary, the Institute for Medical Quality. Initially, it will house CMA's existing quality assurance and accreditation programs. In the future, we plan to develop new accreditation programs relating to quality evaluation of HMOs and integrated health care systems, as well as accreditation of physician offices.



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PERMANENT PLACEMENTS**

Jim Ellis (800) 437-7676

LONG ESTABLISHED, PHYSICIAN-OWNED GROUP. Practice opportunity available for BC/BE Family Physician interested in joining a growing, 15-physician, primary care multispecialty group with three locations in Boise, Idaho, a city of 130,000 located at the crossroads of the Rocky Mountains and the Pacific Northwest with unlimited outdoor recreation and excellent educational and cultural opportunities. Competitive compensation package. Please send CV to D. David Hartman, MD, 471 Baybrook Ct, Boise, ID 83706, or call (208) 384-5400.

FULL-SCOPE FAMILY PHYSICIAN needed at La Clinica de la Raza, a progressive non-profit community health center & NHSC loan repayment site in the San Francisco Bay Area. Current California license, family practice, BC/BE, current DEA. Bilingual English/Spanish or Cantonese preferred. Salary with extra pay for hospital work. Excellent fringe benefits. Send CV to: Patricia Royball, Personnel Manager, La Clinica de la Raza, 1515 Fruitvale, Oakland, CA 94601. (510) 535-4090. EOE

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Int-rlm
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LOCUM TENENS NETWORK has been taking the hassles of the paperwork and overhead out of practicing medicine. Practice near home or travel the country. We will coordinate all your travel details and provide you with the best occurrence malpractice policy available. Explore a partnership with Interim Physicians and open new horizons for your future.

Call today! (800) 333-7828

PHYSICIANS WANTED

FAMILY PRACTICE PHYSICIAN—NO. CALIFORNIA. *F/T Pos. in Native American ambulatory care clinic in Willows, CA. Salaried w/exc. benefits. M-F, no eve/wknd call. Located in the Sacramento Valley offering a multitude of recreation activities w/easy access to major metropolitan areas. Also, *P/T pos. available in Williams, CA. Current CA & DEA lic. req. EOE. Send resume to Diane, No. Valley Indian Health, 414 N. Plumas St., Willows, CA 95988, (916) 934-9293 Fax: (916) 934-2204. Open until filled.

PEDIATRIC CLINIC OPPORTUNITIES—Full-time and part-time opportunities are available in locations throughout the western United States. Established patient base. Equipment as well as complete scheduling and billing provided. We offer competitive remuneration and occurrence malpractice insurance. Contact Rod Thirion or Ev Walters at (800) 288-8044 or FAX your CV to (719) 598-7945.

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or (800) 665-2126
FAX (310) 556-1604**

URGENT CARE POSITION—CENTRAL COASTAL CALIFORNIA. Half-time / full-time position with premier multispecialty group in Santa Cruz. Track to full partnership. FP/ EM board certified/ prepared required. Send CV and three references with phone numbers to: President/ CEO, Santa Cruz Medical Clinic, 2025 Soquel Avenue, Santa Cruz, CA 95062.

INTERNATIONAL HIV RESEARCH POSITION—The Division of Allergy and Infectious Diseases at the University of Washington is recruiting a full-time faculty member at the assistant professor level. The closing date for applications is June 1, 1996. Requirements include: MD with board eligibility or certification in infectious diseases, MPH in epidemiology, and international HIV research experience. Position involves participation in HIV research projects in Kenya, travel to Kenya 4-6 months per year, advising of foreign scholars in International AIDS Research and Training Program, and clinical responsibilities at University of Washington hospitals. Reply to: Dr Joan Kreiss, University of Washington, Harborview Medical Center, Box 359779, 325 Ninth Ave, Seattle, WA 98104-2499; Call (206) 731-8055. The University of Washington is an EEO/AA employer.

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The continued growth of our patient population, now 105,000, has created a need for an additional BC/BE physician in each of the following specialties:

- **FAMILY PRACTICE**
- **ORTHOPEDIC SURGERY**
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These excellent private practice opportunities offer guaranteed net income while you build your practice, a genuine need for your services, and complete medical staff support. 112-bed full-service hospital, very well equipped, excellent ancillary services, and quality patient care.

Tulare is a small city in central California near Sequoia National Park—large enough to have the conveniences you expect. Beautiful homes, close to office and hospital, are affordably priced. The lifestyle is family oriented, with good schools, many community activities, and abundant year-round outdoor recreation. The location provides easy access to all California major metropolitan areas and attractions.

- For details, please send CV or call:

TULARE DISTRICT HOSPITAL
PHYSICIAN RECRUITING OFFICE
PO Box 90112
LOS ANGELES, CA 90009
(800) 500-3186
FAX (310) 216-7364



PHYSICIAN ADVISOR—Recruiting Board-Certified Internists, Family Practitioners, Psychiatrists (Adult and Child), General Surgeon, Pediatricians, and OB/GYNs with at least 3 years clinical experience; prior UR experience preferred. Full- and part-time positions available in Irvine, California office (located in Orange County). Reasonable typing skills and computer use are required for this position. Please fax current CV/resume to Sharon Ahearn at (714) 474-7052 or mail to: Private Healthcare Systems, Inc., 3345 Michelson, Ste 200, Irvine, CA 92715. EOE.

CHAIRMAN OF FAMILY MEDICINE—Prestigious academic medical center in Pennsylvania seeks a Chairman for the newly established Department of Family Medicine. The Chairman will be responsible for all professional and administrative activities of the department and for establishing a Family Medicine Residency Training Program. The ideal candidate will have experience in an academic environment and will have demonstrated leadership skills in teaching and clinical programming. A knowledge of healthcare economics and managed care is also required to establish and effectively lead the Department of Family Medicine. Please contact Sally Blakaitis, Foley Proctor Yoskowitz, (800) 238-1123 or mail CV to One Cattano Ave, Morristown, NJ 07960.

INTERNIST, BC/BE, SEATTLE, WA—Salaried position available with established group. Competitive financial package. For details, please call Eloise Gusman, (800) 535-7698 or FAX (504) 898-0694. PO Box 1685, Covington, LA 70434. Online: Esguhs@aol.com

OREGON AND THE NORTHWEST. Urban, suburban, rural locations; variety of practice arrangements; all specialties. Placement professionals for 18 yrs. Oberto & Associates, 920 Pinecrest Terr, Ashland, OR 97520. (800) 482-6656; FAX (503) 482-4951. No J-1 Opp.

PHYSICIANS WANTED

PRIMARY CARE PHYSICIAN, EAST TENNESSEE OPPORTUNITIES. Outstanding practice opportunities offering guaranteed income and excellent benefit packages are available in existing Family and Internal Medicine practices. The Fort Sanders Health System serves a rapidly growing population of 1.2 million people. This beautiful area in the foothills of the Great Smoky Mountains National Park is known for its lower cost of living, including extremely affordable real estate. For more information, please send CV or call: (310) 826-5487 or FAX (310) 820-8556.

MEDICAL DIRECTOR. Wisconsin-based, not-for-profit, staff-model HMO is presently seeking a Medical Director. Board certification in a primary care field with a minimum of five years in practice is required. Demonstrated leadership experience a plus, with managed-care experience desirable. Thirty-physician primary care group located in a city of 60,000 in west-central Wisconsin within 90 minutes of Minneapolis/St. Paul. Competitive salary and excellent fringe package. For more information, please contact Joanne Rafferty, General Manager, Group Health Cooperative, PO Box 3217, Eau Claire, WI 54702-3217. Call (715) 836-8552.

PHYSICIANS WANTED

FAMILY PRACTICE PHYSICIAN—LINCOLN CITY, OR. Provide health care services to family practice patients; earning potential 100k. Duties incl. all medical service assoc. w/ general medicine except obstetrics. Primary physician on-call every 2nd night; physician backup on-call the other night. Must have a Doctor of Medicine Degree in Family Practice. Special req: must be eligible to obtain OR medical license. Expr. may have been gained concurrently w/ education. Must have legal authority to work in U.S. Hours: 8:00 am to 5:00 pm. Send resume to the Employment Department, Attn: Job Order No. 5551191, 875 Union Street, N.E., Room 201, Salem, Oregon 97311.

FAMILY PHYSICIAN WANTED. Seattle community health center serving Asian and Pacific Islander immigrant population is expanding its services. Need a full-time family physician to include OB. Bilingual skills a plus. Contact Donna Taylor at (206) 461-3617 or send CV to 675 S Lane St, Ste 303, Seattle, WA 98104.

JOIN OUR LONG-ESTABLISHED PHYSICIAN-OWNED PRIMARY CARE, multispecialty group in Boise, Idaho, to staff our urgent care facility. BC/BE in Family Practice, interest in musculoskeletal helpful to support Occupational Medicine department. No call or hospital responsibilities. Competitive salary and benefits. Boise is a community of 130,000 with year-round activities and excellent family lifestyle. Please send CV to Joy Mann, Idaho Physician Associates, 6533 Emerald, Boise, ID 83704, or call (208) 377-1520.

WASHINGTON STATE—Rapidly growing semi-rural primary care clinic needs BC/BE FP to join four others. Full facilities, strong IPA, quality motivated staff. Close to Mt. Rainier, Puget Sound, urban areas. CV to W.N. Elledge, MD, Box 760, Yelm, WA 98597; FAX (360) 458-6612.

PRIMARY CARE

OREGON & S.W. WASHINGTON

Northwest Permanente, P.C., a professional group of physicians providing medical services to 380,000 members of Kaiser Permanente in Oregon and Southwest Washington, has full-time and part-time opportunities in general family practice for BC/BE Family Physicians and Internists in Portland, OR and Family Physicians in Longview, WA.

Our program offers a professionally stimulating environment, a quality lifestyle in the Pacific Northwest and a competitive salary/benefits package. Forward inquiry and C.V. to: W.J. Weiland, M.D., Regional Medical Director, NORTHWEST PERMANENTE, P.C., 500 NE Multnomah Street, Suite 100, Portland, OR 97232-2099. EOE.



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Southern California

INTERNAL MEDICINE ASSOCIATE OPPORTUNITIES

Kaiser Permanente is currently seeking up to 10 additional Internal Medicine Generalists to provide primary care services to our growing membership in Bakersfield, California.

Our Internists provide a comprehensive range of medical services both in inpatient and outpatient settings at various satellite medical office buildings and local hospitals. This central San Joaquin Valley community of 500,000 is located within easy driving distance of the beautiful California coastline, Sierra Nevada Mountains and the cities of Los Angeles and San Francisco.

In order to attract and retain the best qualified physicians to our medical group, we offer:

- A location-specific compensation package including enhanced starting salary and a range of benefits that includes weekly educational time, paid malpractice, comprehensive retirement plans/services and relocation/interview expense reimbursement.
- A unique opportunity to practice medicine in the nation's leading managed care organization while enjoying the feel of an atmosphere much like a small private practice.
- A community location that offers a California lifestyle at its best with affordable housing, excellent schools and unlimited recreational opportunities.

For more information, send your CV to: **Kaiser Permanente, SCPMG, Dept. 057, Walnut Center, Pasadena, CA 91188-8013, FAX (818) 405-2675 or call 1-800-541-7946.**



KAISER PERMANENTE
Southern California Permanente
Medical Group

PHYSICIANS WANTED

WESTERN OPPORTUNITIES: Physicians needed mainly in rural areas of ND, ID, MT, WA. Excellent income and benefits. Quality life and quality medicine combined. Call or send CV: FHS, 4656 So. Utah, Butte, MT 59701. (800) 611-8250.

LARGE NORTHERN CALIFORNIA MULTISPECIALTY group with national reputation for excellence, seeks recently trained BC pediatrician. An exciting position for energetic, creative person to become integral part of innovative managed-care team. Competitive experience-based salary. Excellent benefits. Forward letter detailing professional interests, goals, CV to Box 311, *The Western Journal of Medicine*, PO Box 7602, San Francisco, CA 94120-7602.

CALIFORNIA—EMERGENCY MEDICINE/FAMILY PRACTICE. California Emergency Physicians Medical Group is a partnership of Emergency Medicine and ambulatory care specialists contracting with over 30 Emergency Departments and 10 ambulatory care centers in northern, central, and southern California. We are seeking BC/BP Emergency Medicine and Family Practice physicians. We offer attractive compensation, ownership, health, disability, and retirement benefits. Send your CV or contact John Gravette, CEP, 2101 Webster St, Ste 1050, Oakland, CA 94612; (800) 842-2619.

SOUTHEAST ALASKA

✕ Busy 3-physician Internal Medicine/General Medicine practice seeking additional partner; particularly interested in recruiting a practitioner who can help to better serve our female patient population.

✕ Southeast AK abounds in natural beauty and recreational opportunities, and our goal as practitioners is to provide excellent care while taking advantage of those opportunities. We offer 8-12 weeks of vacation annually, with flexible scheduling, while maintaining a generous compensation package. Not J-1 position.

✕ For more information and details, please contact: David Hoeft, MD, Wilson Clinic, 212 Carlana Ave, Ste 100, Ketchikan, AK 99901. Phone: (907) 225-4104; FAX: (907) 225-7215; or Ed Mann, (907) 225-5171, x389.

PREVENTIVE MEDICINE, COMMUNITY-ORIENTED MEDICINE TRACK. Inviting application to the University of California-San Diego State University General Preventive Medicine Residency Program from applicants interested in community-oriented preventive medicine training. Training will be conducted in multicultural, medically underserved areas. Physicians with an interest in community-oriented medicine and who have primary care experience are encouraged to apply. Salary \$34,000 with full benefit package. Call Netta Glover (619) 594-5332. Write: UCSD-SDSU General Preventive Medicine Residency, San Diego State University, 5500 Campanile Drive, San Diego, CA 92182-4701. Fax (619) 594-5613. E-mail: glover@mail.sdsu.edu.

MODESTO, CA—Full- and part-time positions immediately available for BC Internal Medicine specialist with excellent people and admin. skills. Responsible for medical admissions to large hospital, daily rounds, UR responsibilities. Outstanding community close to a variety of recreational opportunities, Sierras, Yosemite. Competitive compensation, partnership, and opportunity for advancement in growth-oriented medical group. Send CV to Quantum Plus Medical Group, PO Box 2467, Santa Rosa, CA 95405. FAX to (707) 546-1930; or call (800) 617-7717.

PRIMARY CARE INTERNIST—THE EVERETT CLINIC, a 135-physician multispecialty group, is seeking BC/BE internist to associate with 17-person department. Position located at a new satellite office. The main clinic is 25 miles north of Seattle and has 5 rapidly expanding satellite offices. Opportunity for exceptional personal/professional lifestyle. Position offers competitive salary with excellent benefits. Available October 1996. Send CV to J.G. Finley, MD, The Everett Clinic, 3901 Hoyt Avenue, Everett, WA 98201.

PHYSICIANS WANTED

■ ORTHOPAEDIC SURGEONS AND HAND SPECIALISTS

Currently seeking California-licensed BC physicians to perform workers' compensation/independent medical/qualified medical/agreed medical and possible treatment examinations.

We have several locations in California.
We offer the following: full-time or part-time. Subspecialty a plus. Excellent growth potential.

PLEASE FAX CV TO (209) 435-5583

OR CALL (209) 435-5581

■ ASK FOR SHIRLEE ■

FAMILY PRACTICE OPPORTUNITY—Cheyenne, Wyoming. Escape the hassles of private practice with this opportunity in a Family Practice clinic with Monday through Friday hours, 8 am-4:30 pm. No call or weekends! Competitive remuneration, occurrence malpractice insurance, billing & nursing support. Contact Rod Thirion (800) 288-8044 or FAX CV to (719) 598-7945.

WESTERN OPPORTUNITIES: Physicians needed mainly in rural areas of ND, SD, ID, CO, MT, WA. Excellent income and benefits. Quality life and quality medicine combined. Call or send CV: FHS, 4656 So. Utah, Butte, MT 59701. (800) 611-8250.

HCR

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Ste 201-B
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97709

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MEDICAL PHYSICIAN position available full- and part-time. No weekends. Top salary and benefits. Salary range for full-time: \$5,000 to \$9,000 per month relative to experience and qualification. Part-time position \$60 to \$85 per hour. Position entails physical examination clearance for rehab and some occupational medicine. Send resume to: 208 S 9th St, Worland, WY 82401 or call (307) 347-4224.

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Western States Physician Services
4975 E Butler, #133, Fresno, CA 93727
Call (800) 873-0786; FAX (209) 252-3085

SOUTHEAST ALASKA

Busy 4-person family practice clinic
seeking 5th doctor.

University of Washington-affiliated. Looking for BE/BC family practice physician interested in providing excellent medical care and teaching WAMI program medical students/residents. Accredited hospital in beautiful southeast Alaska. Fee for service practice with sensible patient load. Comprehensive benefits. Negotiable salary. Stable community with wide variety of activities and opportunities located on Inland Passage. Send CV to Bill Henrickson, MD, Ketchikan Medical Clinic, 3612 Tongass Avenue, Ketchikan, AK 99901; or call (907) 225-5144. Fax (907) 247-0920. Not J-1 position.

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HAWAII makes SCENTS! IM/Endo w/exper. \$175K, Internist & FP/OB—good call. **Wash/Oregon/California: Internists, Rheum, Hemoc, Fam Prac.** \$110K+\$130K. Guarantee, Incentives, Benes. Not J-1 pos. On Oahu, Call (808) 947-9815. CVs:

LAM Associates, Dept W, 444 Hobron Ln, #207H,
Honolulu, HI 96815-1229.
Call Pat Lam, 10 am-10 pm PST: 1-800-258-4526.

PHYSICIANS WANTED

PRIMARY CARE OPPORTUNITIES—Full-time and part-time opportunities are available in locations throughout southern California including Ridgecrest, Twentynine Palms, Port Hueneme, Oceanside, San Diego, Lompoc, and LeMoore. Daytime clinic hours as well as no on-call or weekends. Established patient base. All opportunities include full administrative support, competitive remuneration, and occurrence malpractice. Contact Rod Thirion or Ev Walters at (800) 288-8044 or FAX your CV to (719) 598-7945.

PRIMARY HEALTH, INC IS A PROGRESSIVE, PHYSICIAN-RUN primary care group located in beautiful, unspoiled Idaho! We are currently hiring for our Immediate Care, Family Practice, and Internal Medicine Clinics in Boise and the surrounding areas. Contact Becky Baldwin at (800) 688-5008 or mail cover letter and CV to: Primary Health, Inc., 727 E Riverpark Ln, Ste 100, Boise, ID 83706. FAX (208) 344-4262.

CALIFORNIA, MONTEREY BAY. Full-time positions. Urgent care; 9 clinics. Earning potential 110K to 165K annual. Flexible scheduling. Malpractice covered. Practice in California's most beautiful coastal recreational area. BC/BE, FP/EM preferred. Contact Director of Human Resources, Doctors on Duty, 223 Mt Hermon Rd, Scotts Valley, CA 95066; (408) 438-9341; FAX (408) 438-1020.

FIVE-PERSON GROUP IN BEAUTIFUL NORTH LAKE TAHOE, California is seeking a Board-Certified IM/FP to join our practice. Enjoy quality living in our mountain community! Send CV to: Truckee Tahoe Medical Group, PO Box 68, Truckee, CA 96160.

POSITIONS WANTED

PRIMARY CARE PHYSICIAN. Available part-time, per diem, or locum tenens; would consider full-time in coastal area. Fully residency-trained, board certified, years of experience including Internal Medicine, Urgent Care, Workers' Compensation, and basic Pediatrics. Licensed in all western states and Hawaii. Respected, credentialed, published, personable. Send inquiries and practice description in confidence to: Box 307, *The Western Journal of Medicine*, PO Box 7602, San Francisco, CA 94120-7602.

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Los Angeles Area Office space available in the Doctors Towers adjacent to Queen of Angels-Hollywood Presbyterian Medical Center. Full amenities. Will build to suit tenant. Medical suites to share also available. On-site manager. **Call (213) 913-4911**

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BOARD REVIEW

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The Board of Internal Medicine
In More Than One Way

FIRST: Read our Medical Newsletters "How to Pass Board of Internal Medicine." For a free first copy (20 pages), send \$5 to cover postage and handling.

SECOND: Attend our **Board Review Course**, June 27-30, 1996, at Sheraton Meadowlands Hotel, E Rutherford, NJ.

THIRD: Attend our one-day **Slide Show**, to be held during August 1996, at four different locations around the country.

Medical Newsletter
389 East Mount Pleasant Ave
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(201) 994-3203 (evenings)

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Thriving Solo Internal Medicine Practice

Beautiful downtown Carmel, California. Cozy corner building; ocean view with parking; exclusively fee for service. \$400K gross, \$220K net. Call (408) 624-3077. FAX (408) 624-8662. Write PO Box 3637, Carmel, CA 93921.

Tired of Big-City Hassles?

Enjoy an active Family Practice in a community of 25,000 situated on the shores of a beautiful lake in pastoral north Idaho. Excellent outdoor recreational opportunities. Friendly people. Great place to raise a family.

CV to: Box 303, *The Western Journal of Medicine*, PO Box 7602, San Francisco, CA 94120-7602

OB/GYN. Tired of city life and managed care? Thriving solo practice for sale in town of 10,000 near Provo, UT. No HMOs. Turn-key or charts and good will. Coverage available. Hospital will assist in purchase and relocation. Inquiries to: Box 313, *The Western Journal of Medicine*, PO Box 7602, San Francisco, CA 94120-7602.

20-YEAR INTERNAL MEDICINE/PRIMARY CARE PRACTICE FOR SALE. Excellent California beach location. BC/BE physician desired. Send resume to: Ellen Turnbull, Vice President of Marketing, South Coast Medical Center, 31872 Coast Highway, Laguna Beach, CA 92677.

CONFERENCES

June 22, 1996

**HIV AIDS Dermatology
for primary care physicians**
Hotel Del Coronado, Coronado, CA

Provide physicians and healthcare professionals with practical data on diagnosis and management of common dermatoses seen in the HIV-infected. Live demonstrations.

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